RJ REYNOLDS

TOBACCO COMPANY

Copy

S. R. MacLEOD
Region Operations Mgr

150 Lawrence Bell Drive
Suite #108
Williamsville, NY 14221
(716) 634-9232
Fax (716) 634-3145

December 20, 1996

RJR Account #442680
M. Gandulla
MOUNTAIN CANDY

FEBRUARY DORAL B2G1F / PROMOTION #700046

Dear Mark:

DORAL B1G1F product, and Live product, has been ordered (see quantities listed below), as well as 180 skus of B2G1F sleeves (Item #520844) to pack and ship this promotion to your participating retail accounts. ***(This includes 50 Displays to be delivered to WAM accounts.)*** All additional pertinent promotional information is listed below:

DORAL STYLE	B1G1F UPC Code	#/ (6M) Cases B1G1F	LIVE UPC Code	#/ (12M) Cases LIVE
Light Kg	12300-23880	12	12300-15112	3
Full Flavor 100	12300-23882	12	12300-15312	3

PO #012097

Product / Premium Arrival:	January 20, 1997
Ship Date to Retail:	Week of: January 27, 1997
SKU CUBE :	1.3600
SKU WT (w/o Product):	4.0000 lbs
Retail Sales Offer per Sku:	20 units
Billing per Sku:	4 Savings Cartons
EFT $ Amount:	$4,190.12
Non-EFT $ Amount:	$N/A

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Source: https://www.industrydocuments.ucsf.edu/docs/zxvn0000

Promotion Description: Utilize self-contained shipper. Shipper has 20 buy-2-get-1 free sleeves. Buy-1-Get-1-Free product should be placed into the sleeve and an additional 'Live' pack inserted with it. B1G1F product will be pre-banded.

SHIP NUMBER OF DISPLAYS TO EACH RETAIL ACCOUNT AS INDICATED ON THE ATTACHED CUSTOMER LIST

SEE ENCLOSED 'WHOLESALER PACKING INSTRUCTIONS'

A list of accounts authorized to receive packed displays is attached. RJR will reimburse you $28.00 per live 12M case for all displays packed and shipped to retail on a timely basis. This equates to $336.00 (12 (12M) case(s) @ $28.00). Payment will be made as soon as possible once verification is received that all displays have been shipped to retail.

As always, thanks for your assistance in the marketing of our products.

Sincerely,

Judy

J. Campbell
Promotional Coordinator / 1610
/jc
cc: R. Tanchyk

Note to RJR Manager:
Upon verification of shipment to retail, notify Judy (#1610) for payment distribution to account.

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WHOLESALER PACKING INSTRUCTIONS

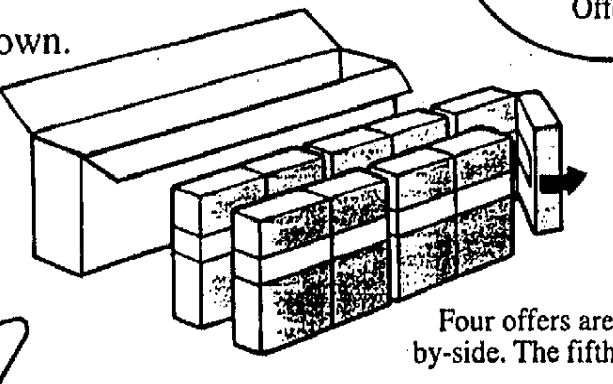
VALUE ADDED PROMOTIONS - 1ST QTR.'97

February / March DORAL B2G1F (Buy 2 Packs Get 1 Pack Free)

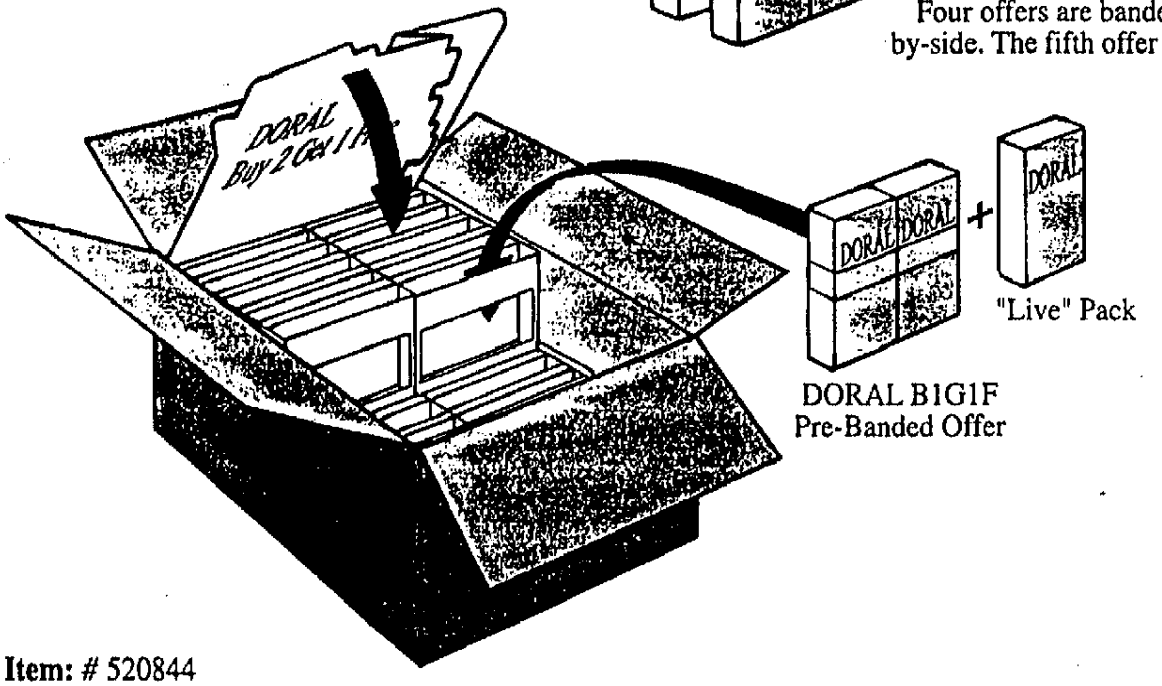
STEPS

1. Open DORAL B2G1F shipping case.
2. Place 1 B1G1F offer into each DORAL sleeve (each case contains 20 sleeves).
3. Add 1 "live" DORAL pack of same brand style to each sleeve.
4. Fold display header card down.
5. Close the case.
6. Ship to retailer.

Each white carton contains 5 Pre-banded 2 Pack "Buy-One-Get-One-Free" DORAL Offers.



Four offers are banded side-by-side. The fifth offer folds out.



"Live" Pack

DORAL B1G1F Pre-Banded Offer

Item: # 520844
Description: DORAL B2G1F Sleeve Kit

Brand Style	FF 100 B1G1F	LT KG B1G1F	X	FF 100 LIVE	LT KG. LIVE	
Number of Cartons	2	2	X	1	1	

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Source: https://www.industrydocuments.ucsf.edu/docs/zxvn0000

WHOLESALER : 442680 MOUNTAIN CANDY & CIG. CO., INC <DIRECT>
TEMPLATE : 700046 70200 DOR FEB B2G1F
TEMPLATE SEQ : 0002
SALES LEVEL : 16XXXX

TERR	RETAIL	ACCT	NAME	ADDRESS	CITY	ST	ZIP	QTY	TAX	CHAIN-ID	SUPPLIER	ACCT PHONE #
133009	162227	693284	PINE ISLAND FOOD CT	RR 3 BOX 3	GOSHEN	NY	10924	1				(914)258-4287
162310	162330	667400	WALLY MART MOBIL	RT 17	HARRIMAN	NY	10926	1		2358-0000		(914)774-2418
162210		475191	GETTY	ROUTE 52	ELLENVILLE	NY	12428	1			946491	(914)647-6011
162210		580163	SUNRISE STORE DBA	SUNRISE STORE	SLATE HILL	NY	10973	1			954644	(914)355-2829
162210	162233	594068	CATSKILL DISCOUNT B	190 MILL ST	LIBERTY	NY	12754	12			921114	(914)292-7050
162210		721883	THE ITALIAN DELI	123A RACEWAY RD	MONTICELLO	NY	12701	1			969568	(914)794-1850
162210		769439	COCO'S MARKET	THE BUY WAY	WOODRIDGE	NY	12789	1			913350	(914)434-2881
162306		030691	P X EXPRESS	ROUTE 209	KERHONKSON	NY	12446	1		3614-0000		(914)626-0094
162308		130310	ADAN INC - DBA GETT	363 HOOKER AVENUE	POUGHKEEPSIE	NY	12603	1				(914)471-8464
162307	162327	178829	THRUWAY PHARMACY	TRUWAY SHP/CTR PL	WALDEN	NY	12586	1				(914)778-3535
162307		274614	44-55 DELI	RT 44 & 55 BOX 56	HIGHLAND	NY	12528	1			944090	(914)691-9190
162305	162326	287614	ROUNDOUT MARKET	85 MURRAY ST	KINGSTON	NY	12401	1			952473	(914)338-0186
162310	162330	567488	RTW STATIONERY, INC	DBA RICHIE'S STAT	SUFFERN	NY	10901	1				(914)357-6898
162306		619999	PIONEER PX MART	RD 1 BOX 1	ACCORD	NY	12404	1		3614-0000		(914)626-8797
162306		639661	K'S DELI	621 WARREN ST.	HUDSON	NY	12534	1			957050	(518)828-9158
162307		685849	E&M CONVENIENCE	3103 RT 208	WALLKILL	NY	12589	1		2358-0000	950634	(914)895-1769
162305		686766	CLARKSVILLE MINI MT	2055 DELAWARE TUR	CLARKSVILLE	NY	12041	1			980110	(518)768-2701
162306		695822	MILAN COUNTRY STORE	RR 2 BOX 270	RED HOOK	NY	12571	1				(914)758-5664
162306		715467	CITGO MILLERTON	RR 44 EAST	MILLERTON	NY	12546	1				(518)789-9620
162307	162327	733040	JAMAN ENTERPRISE LT	402 ROUTE 9W	NEWBURGH	NY	12550	1				(914)562-4242
162306		769319	PIONEER EXCHANGE	ROUTE 209	KERHONKSON	NY	12446	1		3614-0000		(914)626-8797
162303		739081	A&S MART INC.	2501 ALBANY ST	SCHENECTADY	NY	12304	1				(518)382-0832
162210		666738	CROWN PETROLEUM	209 E MAIN ST	MIDDLETOWN	NY	10940	1			962662	(914)343-2097
162204	162226	737740	MANLEY'S #10	143 RIVERSIDE DR	JOHNSON CITY	NY	13790	1		3423-0000		(607)797-4355
162210	162227	680554	MIDDLETOWN TEXACO M	DOLSEN AVE & DOLS	MIDDLETOWN	NY	10940	1				(914)342-7006
162210	162233	388703	52 PICK-UP	6363 STATE ROUTE	LIBERTY	NY	12754	1			928895	(914)292-1655
162210	162227	458081	AMI PETRO, INC.	700 ROUTE 211 E	MIDDLETOWN	NY	10940	2				(914)692-0803
162210	162227	674467	KOLI ENTERPRISES	425 MAIN ST	SOUTH FALLSBUR	NY	12779	1			965038	(914)434-7825
162210	162227	895203	FAIR OAKS S/S INC.	ROUTE 17M-BROWN R	MIDDLETOWN	NY	10940	1			925586	(914)361-4466
162210	162227	688672	STAR MARKET LLC	RT 17N M&M RD	MIDDLETOWN	NY	10940	1			967042	(914)361-5113
162210	162227	386605	CABRERA'S AUTO REPA	ROUTE 42 NORTH	MONTICELLO	NY	12701	1			941617	(914)794-8421
162210	162227	250219	JOE ROTAS	288 BROADWAY	MONTICELLO	NY	12701	2			927038	(914)794-4460
162210	162227	443887	S&O MINI MART	361 BROADWAY	MONTICELLO	NY	12701	1				(914)791-5142
162210	162227	586029	RACEWAY EXXON	167 JEFFERSON ST	MONTICELLO	NY	12701	1			919464	(914)794-4050
162210		675064	SHIVA PETROLEUM	3937 STATE ROUTE	COCHECTON	NY	12726	2			964932	(914)932-8686
162210	162227	674468	U-P WOODBOURNE	RT. 42 & 52	WOODBOURNE	NY	12788	1			964809	(914)434-7072
162210	162227	588723	CROWN PETRO	209 E MAIN ST	MIDDLETOWN	NY	10940	1			962662	(914)343-2097
162210		654791	MONTICELLO QUICK LU	RT. 42	MONTICELLO	NY	12701	1				(914)791-7301
162210	162227	178199	OELKERS STORE	PO BOX 74 ROUTE 9	BARRYVILLE	NY	12719	1			906099	(914)557-6044
162210		732078	MOBIL FOOD MART	RT 17K	BULLVILLE	NY	10915	1				(914)361-3919
162210		732088	Z.S.&S CORP.	150 BROADWAY	MONTICELLO	NY	12701	1				(914)794-2127
162305	162323	767885	JANES VARIETY II	149 2ND AVE	ALBANY	NY	12202	1				(518)449-2421

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WHOLESALER : 442680 MOUNTAIN CANDY & CIG. CO., INC <DIRECT>
TEMPLATE : 700046 70200 DOR FEB B2G1F
TEMPLATE SEQ : 0002
SALES LEVEL : 16XXXX

TERR	RETAIL	ACCT	NAME	ADDRESS	CITY	ST	ZIP	QTY	TAX	CHAIN-ID	SUPPLIER	ACCT PHONE #
162305	162326	486928	BROADWAY GROCERS	702 AB BROADWAY	KINGSTON	NY	12401	4			963645	(914)338-7275
162306	162326	176859	HILLSDALE SUPER	ROUTE 23	HILLSDALE	NY	12529	1			963165	(518)325-4341
162306	162326	178618	HWANG CORP	RR 3 BOX 490A	RED HOOK	NY	12571	1			949461	(914)758-6165
162306	162327	651694	BP STONE RIDGE	3492 MAIN ST.	STONE RIDGE	NY	12484	1			960971	(914)687-0339
162306	162326	699045	RAINBOW PETROLEUM I	106 ROUTE 9 N	RHINEBECK	NY	12572	1				(914)876-2987
162307		712286	LYNCH AUTOMOTIVE	20 E MAIN ST	WALDEN	NY	12586	1		2358-0000		(914)778-4259
162307	162327	963875	BAXTER'S PHARMACY	24 NEW PALTZ PLZ	NEW PALTZ	NY	12561	3			951756	(914)255-3344
162307	162327	661133	ON THE RUN #17G5Y	660 ROUTE 9W	HIGHLAND	NY	12528	1		0975-0000	963082	(914)691-9778
162307		636230	EMAN MOUTAZI LTD	1 HOMEWOOD AVE	NEWBURGH	NY	12550	1		5474-0000		(914)567-0408
162307	162327	303493	MEADOW HILL MOBIL	1117 UNION AVE	NEWBURGH	NY	12550	1			942318	(914)564-4410
162307	162329	647754	TOP STOP	386 MAIN ST	BEACON	NY	12508	1			546348	(914)831-1173
162307	162329	696041	Z&J PETROLEUM	I84 & RT. 90	BEACON	NY	12508	1				(914)831-0435
162308	162329	729876	FOODWAY CONV	1163 ROUTE 9	WAPPINGERS FLS	NY	12590	1				(914)298-1493
162308	162328	717424	G&S PETROLEUM L&P	RT. 55	POUGHQUAG	NY	12570	1				(914)724-4471
162308	162328	701607	SHURFINE FOODS	RT.22 BOX 625	WINGDALE	NY	12594	1				(914)832-9361
162308	162328	770154	GETTY # 58721	RT 9 ALBERTSON	HYDE PARK	NY	12538	1			948703	(914)229-2614
162308		659740	JULIANS DELI	RT 9G BOX 956	HYDE PARK	NY	12538	1			953281	(914)229-9829
162308	162328	769606	EAST PARK MOBIL	768 VIOLET AVE	HYDE PARK	NY	12538	1				(914)229-9977
162308	162328	619804	VALUE RITE THRIFT	RT 9G HAVILAND	HYDE PARK	NY	12538	1				(914)229-0438
162308	162328	413677	SADAAT, INC.	340 VIOLET AVE	POUGHKEEPSIE	NY	12601	1				(914)471-5361
162308	162328	766944	BUDDY'S SERVICE CTR	233 FREEDOM PLAIN	POUGHKEEPSIE	NY	12603	1			946194	(914)452-4965
162308	162328	697246	J&L PETOLEUM, INC.	RT. 44 TACONIC	SALT POINT	NY	12578	1				(914)677-0193
162308	162328	723015	LAL PETROLEUM	RT 44 & TIMOTHY H	PLEASANT VALLE	NY	12569	1				(914)635-8423
162309	162329	682873	RKJ ENTERPRISE	I - 84 & RTE 52	CARMEL	NY	10512	1			965327	(914)878-2557
162309	162329	578947	SHOPTIME, INC. DBA	COASTAL GAS STATI	COLD SPRING	NY	10516	1				(914)265-2171
162310	162330	179819	CARTON GROCERY, INC	DBA DAIRY MART #6	CONGERS	NY	10920	1		0205-1100	963991	(914)268-6291
162210	162227	453547	BUSY BEE	ROSE VALLEY RD	MONTICELLO	NY	12701	1			945121	(914)794-0966
162210	162227	688444	PRIME GAS & REPAIR	106 S MAIN ST	ELLENVILLE	NY	12428	2				(914)647-3025
162210	162227	678964	A&K DELI MART	210 WICKHAM AVE	MIDDLETOWN	NY	10940	1			970285	(914)342-8866
133009	162227	659479	DAILY STOP INC	168 JERSEY AVE	PORT JERVIS	NY	12771	1				(914)856-1505
133009	162227	660610	JASON-DOBB'S	EAST MAIN ST	PORT JERVIS	NY	12771	1			962035	(914)856-2486
133009	162330	578939	PLAZA TOBACCO	WINDMERE AVENUE	GREENWOOD LAKE	NY	10925	1				(914)477-0479
133009	162227	538476	R L J D, INC. DBA	9 MAPLE AVE	WARWICK	NY	10990	1		2358-0000	949669	(914)986-5501
133009	162330	715478	CITGO QUICK MART	17 M RT 94	CHESTER	NY	10918	1			978338	(914)469-5752
133009	162330	051215	GUPTA GROCERY CO.	DBA DAIRY MART #6	MONROE	NY	10950	1		0205-1100	943175	(914)782-7810
162203	162226	691489	E-Z MART #4	RT 12	GREENE	NY	13778	1				(607)656-9339
162203	162233	177340	PALACE CIGAR STORE	277 MAIN ST	ONEONTA	NY	13820	1			961011	(607)432-8385
162204	162226	694719	MANLEY'S #6	201 VESTAL PKY E	VESTAL	NY	13850	1		3423-0000		(607)785-6365
162204	162223	696102	MANLEY'S #7	1161 STATE ROUTE	WINDSOR	NY	13865	2		3423-0000		(607)655-3090
162204	162226	704829	MANLEY'S #8	429-431 MAIN STRE	ENDICOTT	NY	13760	2		3423-0000		(607)785-2627
162204	162223	731971	MIGHTY MART #9	700 CONKLIN ROAD	CONKLIN	NY	13748	1		3423-0000		(607)771-5417
162204	162226	682048	MIGHTY MART #5	733 HARRY L DR	JOHNSON CITY	NY	13790	1		3423-0000		(607)798-8094
162204	162226	598601	MANLEY CONVENIENT	4005 VESTAL PKY E	VESTAL	NY	13850	1		3423-0000		(607)770-0921

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WHOLESALER : 442680 MOUNTAIN CANDY & CIG. CO., INC <DIRECT>
TEMPLATE : 700046 70200 DOR FEB B2G1F
TEMPLATE SEQ : 0002
SALES LEVEL : 16XXXX

TERR	RETAIL	ACCT	NAME	ADDRESS	CITY	ST	ZIP	QTY	TAX	CHAIN-ID	SUPPLIER	ACCT PHONE #
162204	162226	655716	MANLEY CONVENIENT	1343 FRONT ST	BINGHAMTON	NY	13905	1		3423-0000		(607)724-2593
162204	162226	566789	MANLEY CONVENIENCE	98 BROAD AVE	BINGHAMTON	NY	13904	1		3423-0000		(607)724-7256
162204	162226	577016	E-Z MART	266 CHENANGO ST	BINGHAMTON	NY	13901	1				(607)772-1138
162204	162226	665231	MANLEY'S CONV COURT	715 COURT ST	BINGHAMTON	NY	13904	4		3423-0000		(607)775-2711
162204	162233	575577	GETTY MART	91 W MAIN ST	HANCOCK	NY	13783	2			947259	(607)637-4943
162210		590577	STEVE'S	KIRK ROAD	NARROWSBURG	NY	12764	1			952150	(914)252-3200
162210	162234	698971	ROXBURY CONV STORE	MAIN STREET	ROXBURY	NY	12474	1				(607)326-7133
162210	162327	703094	A&T PETROLEUM	PO BOX 1103	PINE BUSH	NY	12566	1			964510	(914)744-5182
162210	162227	723846	GILL MART	76 E MAIN ST	MIDDLETOWN	NY	10940	1				(914)344-0192
162210	162227	688860	R&S INCORPORATED	P.O. BOX #2	BULLVILLE	NY	10915	1				(914)361-0883
162210	162227	691930	FINE MART, INC.	RT. 42	KIAMESHA LAKE	NY	12751	1				(914)796-1133
162210	162227	769971	SHORT STOP STORE IN	480 E MAIN ST	MIDDLETOWN	NY	10940	1				(914)343-6062
162210	162233	569076	TIGERS DEN EXXON	ROUTE 52	LIBERTY	NY	12754	1			922062	(914)292-2413
162210	162227	191649	WALLY MART SUNOCO	FAIRLAWN AVE & RT	MIDDLETOWN	NY	10940	1	NYS	2358-0000	956946	(914)342-0135
162307	162327	472372	CHILIANA E ASSOC.IN	197 N PLANK RD	NEWBURGH	NY	12550	1	NYS	0362-0102	046912	(914)561-1391
162210	162227	179216	DOLSON MOBIL	DOLSON ROUTE 17	MIDDLETOWN	NY	10940	1	NYS	2358-0000		(914)342-0135
162210	162227	209401	WILSON FIELD MOBIL	DOLSON AVENUE	MIDDLETOWN	NY	10940	1	NYS	2358-0000	442680	(914)342-4224
162210	162227	557522	WALLACE OIL CO.,INC	471 NORTH ST	MIDDLETOWN	NY	10940	1	NYS	2358-0000	960245	(914)344-4740
133009	162330	050008	WALLACE MOBIL	413 N MAIN ST	MONROE	NY	10950	1	NYS	2358-0000		(914)783-0264

PAGE BREAK TOTAL ACCOUNTS 104 TOTAL QUANTITY 130

TEMPLATE TOTAL ACCOUNTS 104 TOTAL QUANTITY 130

+ 50 Displays
180 for WAM Accts

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GHCP18RN1610XX TEMPORARY PAYMENT DETAIL REPORT 01/29/97

ACCOUNT NUMBER: 442680
VOUCHER NUMBER: 15341676
DATE WRITTEN: 01/29/97
STATUS: PAID
AMOUNT PAID: 336.00

MOUNTAIN CANDY & CIG
LAKE STREET
SOUTH FALLSBURG . NY 1277

SEND CHECK TO: ROU

DESCRIPTION	UNITS	AMOUNT
DISPLAY ASSEMBLY	12.00	336.00

EXPLANATION: DOR B2G1F 700046 / RT

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